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State of Connecticut

Department of Agriculture

State Office Building, Hartford
OLCOTT F. KING, *Commissioner*



A REGIONAL MARKET FOR CONNECTICUT

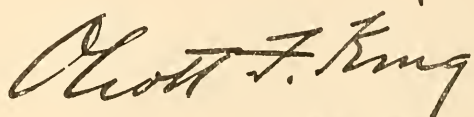
Published by
BUREAU OF MARKETS
Sidney A. Edwards, Director

FOREWORD

At the Agricultural Policy Conference conducted at the Connecticut State College in August, 1935, a committee representing various agricultural interests in the State was appointed to investigate the need, probable cost, possible location and method of establishing a regional market for Connecticut to supplement the present city produce markets which have long since become inadequate to meet our present needs.

This committee has been active since its appointment and the bill now before the General Assembly together with supporting data contained in the following pages is the result of that committee's investigations and recommendations.

It is reproduced in printed form in order that the citizens of Connecticut may have a more accurate idea of what a regional market is and how it would function to meet present and future needs.

A handwritten signature in cursive script, reading "Chas. F. King". The signature is written in dark ink and is positioned above the printed name.

Commissioner.

STATE OF CONNECTICUT

General Assembly,
January Session, A. D. 1937.

* AN ACT CONCERNING

The Establishment of a Connecticut Regional Market Authority and Making an Appropriation Therefor.

*Be it enacted by the Senate and House of Representatives in General
Assembly convened:*

Section 1. There shall be constituted in the State of Connecticut a "Regional Market Authority" to select and acquire a site, construct and operate a regional market for the sale of fruits, vegetables, dairy products, poultry and all agricultural products and allied lines.

Sec. 2. The market authority shall be governed by a board of directors to consist of the governor and the commissioner of agriculture ex officio; one producer of agricultural products from each county; two representatives of the produce trade and three others none of whom shall be agricultural producers nor dealers in agricultural products. The directors shall be appointed by the governor with the approval of the general assembly.

Sec. 3. Within thirty days from the passage of this act, the governor shall appoint four of the county representatives, one representative from the trade, and two others for a period of two years and the remainder of the appointive members for a period of four years. Upon the expiration of the initial appointments, the term of office of each member of the board shall be for a period of four years.

Sec. 4. The members of the board shall serve without compensation but they shall be reimbursed for their necessary expenses incurred in the performance of their duties. No member of the board shall also be an employee of the market authority.

Sec. 5. The board annually shall elect a chairman, a secretary and a treasurer from its own number.

* Senate Bill 793; House Bill 60.

Sec. 6. No member of the board shall be interested, directly or indirectly, in any transaction with the market authority, except as a grower or as a distributor using the facilities of the market and such transactions as are ordinarily incidental thereto.

Sec. 7. The board of directors may determine the location, type, size, construction and equipment of regional marketing facilities within the state; may prepare plans for financing the acquisition, construction, equipment, and operation of such facilities; and may exercise generally the powers of the authority to the end that there may be constructed, equipped and operated adequate regional marketing facilities within the state for the buying and selling of farm produce and any and all other businesses which reasonably tend to serve the public in connection with that business or make it more convenient, efficient, profitable or successful. In the exercise of these powers, either directly or through its officers and employees the board may do the following things, among others, and the following list of powers shall not be deemed complete or exclusive, or to deny the existence of other powers, whether similar or different, so long as they are reasonably necessary for accomplishing the purposes declared and indicated in this act; (a) Make such investigations and hold such hearings and conferences as may be necessary to formulate, adopt and revise a financial, building and operation program for a regional market within the state; (b) acquire, lease, erect, construct, equip, maintain and operate market facilities within the state and for such purposes to acquire real property within the state by agreement or by condemnation, including options and leases thereon as well as all other forms of acquisition, and to improve and equip the same, and to mortgage, sell, rent, exchange or dispose of any property, real or personal, or interests therein or licenses affecting the same, as may seem advisable; (c) execute contracts, bonds, certificates of indebtedness and other obligations, and sell or dispose of the same in such amounts and at such rates of interest as may be advisable, which shall include the power to dispose of its bonds or other obligations to, and to borrow money from, the United States of America or any agency or instrumentality thereof, or any corporation owned or controlled by the United States of America or the State of Connecticut; (d) employ such manager or managers and such clerical, engineering, legal or other professional assistance, services and labor as may be deemed necessary for accomplishing the purposes of this act, and fix their compensation; (e) fix, impose and collect rentals and license fees relative to all business which may be done upon the market or in any way involving the use of its

facilities; make rules and regulations which shall govern all such business and all persons and vehicles coming upon the market; and provide and enforce penalties and liquidated damages relative to breaches of such rules and regulations and any contracts entered into.

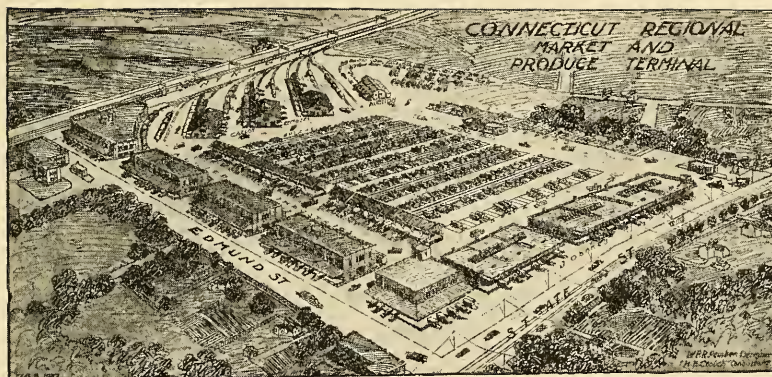
Sec. 8. The bonds and other obligations of the authority shall not be a debt of the state or of any subdivision thereof, and the board shall have no power to make them payable out of any funds except those of the market authority.

Sec. 9. Any income over and above operating expenses and repayment of principal and carrying charges on fixed obligations shall be used to create a reserve fund until such fund shall equal fifty per cent. of the initial appropriation by the state. Such reserve fund may be used by the board for the expansion or improvement of the market facilities or to create auxiliary market facilities adjacent to the original regional market or in another location. Any excess of income above the amount necessary for reserve shall be paid into the state treasury.

Sec. 10. The board shall cause its books of account to be audited at least annually, the expense thereof to be taken from the income of the market authority, and shall make a complete annual report of its operations and financial condition to the commissioner of Agriculture.

Sec. 11. A sum not exceeding one hundred and ninety-five thousand dollars is appropriated to said "Regional Marketing Authority" to be expended by the board of directors for acquiring, constructing and operating a regional market.

Sec. 12. This bill shall take effect from its passage.



BIRD'S-EYE VIEW OF PROPOSED MARKET

A REGIONAL MARKET FOR CONNECTICUT

What is a Regional Market?

A regional market is a concentration point to which fruits and vegetables and other farm produce are brought from a fairly wide production area, for sale and redistribution to consumers largely in other towns and cities.

Why is a Regional Market Needed in Connecticut?

Most fruits and vegetables are both bulky and perishable. Their bulk requires a great deal of space in the sales area. Their perishability necessitates rapid movement to the consumer before they lose their salability. Connecticut market gardeners have expanded their production to such an extent that approximately twenty-five per cent. of what they raise must go out of the state to find a market. Up to date there has been no satisfactory assembling point for that part of their production which is sold to buyers from other states.

The Consumers' Interest

The market here proposed is not only of interest to all farmers of the state, it is of interest to consumers also. The costs of marketing in the long run are borne by the consumer. Our city markets at present are overcrowded in the height of the season. Too much of the farmers' and buyers' time is taken in getting into and out of our markets. Market developments within cities are necessarily expensive. The plan offered here will reduce the costs of marketing by speeding it up. The low cost of the site and the elimination of the profit motive in administering the market will make possible very reasonable charges for its use.

Proposed Control and Management of the Market

The various farm groups and farm leaders who have discussed this project believe that the regional market should be built and owned by the State. There is room for only one regional market in Connecticut. Such a market should serve farmers of all types all over the state and, therefore, should not be controlled by any one group. State ownership of the market will protect the consumer because charges for use of the market can be kept low. High charges for service increase the cost of food.

The policies governing the market are to be determined by a board of directors fully representative of the farmers of the state. Each county will have a farmer member of the board. The public and consumer interest in the market will be protected by three non-farmer members as well as by the membership of the Governor and the Commissioner of Agriculture who will be directors ex-officio. The produce trade will be represented by two directors. Active charge of the market will be vested in a manager hired by the board of directors and responsible to it.

Where Should a Regional Market be Located?

The nearest approach to a regional market in Connecticut is the New Haven night market. About seventy-nine per cent. of the sales of vegetables on this market are to truckers and wholesalers who buy for resale outside of the city. New Haven is in the center of the principal market gardening area of the state and it is on the road to New York City to which most of our surplus goes. However, the requirements of a regional market for space render undesirable any location within the city limits. Since most of the produce sold on the market will go to places outside the city, it is better to locate where the cost of the market site is not excessive, where traffic congestion can be avoided and where ample trackage is available. A regional market large enough to attract new buyers and sellers and at the same time adequately serve the present needs of the State will require an area of at least twenty acres. No area of that size, which would meet all requirements, is now available in New Haven except at prohibitive cost.

A study of the New Haven market by the Storrs Experiment Station shows that the morning market serves peddlers and storekeepers in the vicinity of the market. On the night market most of the sales are to trucker-dealers and wholesalers who take produce out of the state. New Haven at present has the only night market in Connecticut.

TABLE I**Sales of Vegetables on the New Haven Night and Morning Markets by Types of Buyers, 1933****Distribution on Basis of Acreage**

	Night Market Per Cent.	Morning Market Per Cent.	Both Per Cent.
Trucker-Dealers	44.6	9.9	31.6
Wholesalers	34.7	11.7	20.7
Peddlers	8.2	42.9	23.6
Retail Stores	12.5	35.5	24.1
Total	100.0	100.0	100.0

The drawing power of the New Haven market is shown in Table II compiled from data gathered by the Storrs Experiment Station from reports of fruit and vegetable growers.

TABLE II**Acreage of Fruits and Vegetables Sold on Each of Four Important Markets by Farmers, 1934**

	Number Farms	Number Towns	Acreage
New Haven	204	32	4,495
Waterbury	173	30	2,592
Hartford	99	17	2,143
Bridgeport	128	23	1,599

Experience in other areas has shown the inadvisability of establishing a regional market in the center of any city. Such a market in Connecticut is intended to serve as a surplus outlet for the entire state. It would not be confined to the sale of fruits and vegetables but would be available to poultrymen, dairymen, or any other agricultural group seeking a public market. Location in a city would inevitably restrict the market and hamper its growth and usefulness because of traffic congestion and cost of land for a site.

Changes in Transportation

Practically all Connecticut fruits and vegetables are now brought to market by motor truck. Most of the movement from these markets to the consuming public is also by motor truck. Farmers as far as fifty miles from the market can be expected to use it. Buyers are actually now trucking produce

one hundred and fifty miles or more from country concentration points to large city markets. The State of New York now has two regional markets on the edge of Connecticut territory, one near Albany, the other at Newburgh. The Menands market near Albany has already attracted buyers from our markets because it offers superior facilities and larger volume of produce than are available in any Connecticut market. The Newburgh Regional Market, which will open next May, is only sixty miles from New York City. New York is the most important out-of-state market for our fruit growers and market gardeners. Unless we offer facilities comparable to the Newburgh market we shall lose buyers who formerly came to the New Haven market.

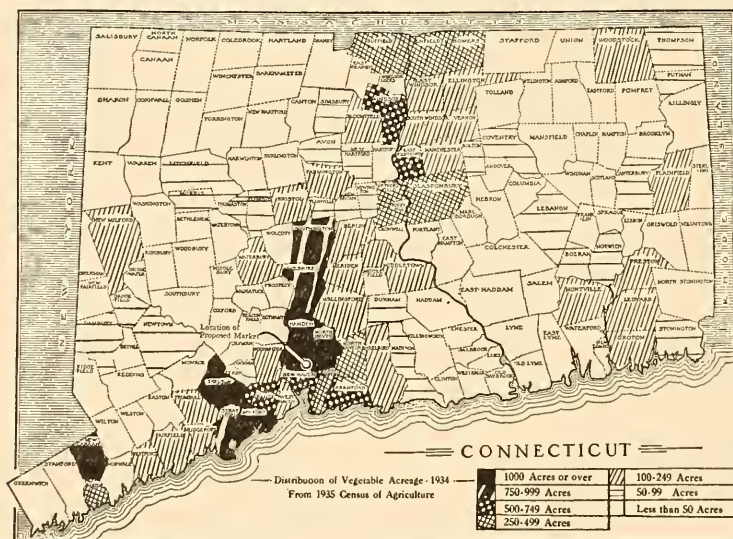


CHART SHOWING CONCENTRATION OF VEGETABLE ACREAGE AND LOCATION OF PROPOSED MARKET.

Proposed Site

After very careful consideration a site has been tentatively selected in the town of Hamden at the northern edge of the city of New Haven. Excellent roads lead to it from all directions. It is close to the leading market gardening towns of the state. It consists of twenty-three acres of level ground with trackage along the entire east side of the property. The plans for the market as formulated at present call for 3,500 feet of railroad on the market to provide for the needs of carlot receivers. Two commission houses with trackage will be built as well as team tracks for jobbers. The office for the

manager and staff of the market will be of the same type as the jobbers' stores, of which there will be seven. There will be a restaurant, a gasoline station, and toilet facilities for users of the market.

The Farmers' Section

Parking space will be provided for five hundred farmers' trucks. Streets between the rows of trucks will be thirty feet wide, a selling lane twenty-eight feet wide will be placed at the rear of each double rank of trucks. The ample space in the farmers' section will enable farmers to display their products attractively and will speed up unloading and movement in and out of the market. The surface will be paved and lighting for a night market will be installed. Charges for space will be reasonable, probably not more than \$40 per year.

The Buyers' Section

Room is set aside on the edge of the market for buyers' trucks. No charge will be made to buyers for parking space unless some buyer wants exclusive use of a given location. The present plans call for seven jobbers' stores and two commission houses with trackage. As the market expands further facilities will be provided out of a reserve fund built up from the earnings of the market.

Future Development

There is every reason to believe that the market will become a complete food terminal serving all parts of the state. Besides the night market already mentioned there is a very successful farmers' cooperative strawberry auction in New Haven which attracts buyers from long distances. A large cooperative egg and poultry auction is now located in Hamden. Another large cooperative handling eggs is situated in New Haven not far from the proposed market site. These activities and many others could be combined in the one location and offer a food service that would attract buyers and sellers from long distances.

Probable Effect on Existing City Markets

There are at the present time local farmers' markets in the cities of Hartford, New Haven, Bridgeport and Waterbury. These markets were originally intended and would continue to serve the needs of local retailers and hucksters who prefer to patronize a morning market.

The establishment of a large, centrally located regional market operating in the evening and designed particularly for handling produce in wholesale quantities would not eliminate the need for morning jobbing markets in the above cities but

would supplement those markets and relieve them of their congested and glutted condition during the height of our marketing season.

Contrary to what is sometimes believed, glutted markets or serious shortages are not permanently beneficial to producer, distributor or consumer. Orderly marketing is largely a matter of adequate and efficient distribution.

A regional market would facilitate adequate and efficient distribution and would largely eliminate gluts and shortages on our present city markets.

Organizations Supporting the Proposed Market:

Connecticut Farm Bureau Federation
Connecticut State Grange
Connecticut Vegetable Growers' Association
Connecticut Pomological Society
Connecticut Poultry Association
Hartford Market Gardeners' Association
New Haven Strawberry Auction Association
Waterbury Market Growers' Association
Bridgeport Market Gardeners' Association
Hamden Cooperative Poultry Auction, Inc.
Connecticut Poultry Producers, Inc.
Connecticut Farmers' Cooperative Auction Association

CONNECTICUT REGIONAL MARKET AND PRODUCE TERMINAL

Estimated Cost of Establishment

Land: 23 Acres		\$ 27,000.00
Fill: 31,200 cubic yards @ 45 cents.....	\$14,040.00	
Paving: 40,457 square yards @ 70 cents.....	28,320.00	
Drainage	7,500.00	
Buildings:		
7 Jobbers' Stores @ \$3,500.00.	\$24,500.00	
Control Office	1,500.00	
Service Building	13,000.00	
2 Houses for Carlot Receivers	37,500.00	
	<hr/>	76,500.00
Railroad work:		
Track: 3,500 feet @ \$4.00....	\$14,000.00	
4 turnouts @ \$900.00.....	3,600.00	
Fill for trackage, 16,000 cubic yards @ 40 cents.....	6,400.00	
	<hr/>	24,000.00
Lighting	5,250.00	
	<hr/>	155,610.00
Architectural and Engineering Services.....	9,380.00	
Legal Expenses	1,000.00	
Contingencies	2,010.00	
	<hr/>	
Total		\$195,000.00

CONNECTICUT REGIONAL MARKET AND PRODUCE TERMINAL

Estimated Operating Expense

Manager	\$ 3,000.00
Assistant Manager	1,500.00
Other Office Expense.....	3,000.00
Lights	1,500.00
Police and Watchman.....	1,200.00
Laborers (cleaning up)	1,200.00
Telephone	100.00
Water	250.00
Fuel (Administration Building).....	250.00
Insurance	1,500.00
Repairs and Depreciation.....	2,000.00
Legal Fees	500.00
Expenses of Governing Board.....	1,000.00
Interest (4½ % on \$200,000).....	9,000.00
Reserve Fund	4,000.00
<hr/>	
Total	\$30,000.00

Estimated Income*

Farmers' Stalls (400 @ \$40.00).....	\$16,000.00
Speculators' Stalls (20 @ \$100.00).....	2,000.00
7 Jobbers' Houses (@ \$600.00).....	4,200.00
2 Wholesale Houses (@ \$2,000.00).....	4,000.00
Restaurant and like concessions.....	1,600.00
Gasoline Service Station.....	1,200.00
Use of Team Track (@ \$1.00 per car).....	1,000.00
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Total	\$30,000.00

* The figures of Income and Expense were derived from a study of the Annual Statements of the following markets:

Capital District Market, Menands, N. Y.

Paterson Farmers' Market, Paterson, N. J.

Boston Regional Market, Boston, Mass.

New Haven Farmers' Market, New Haven, Conn.

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HARTFORD, CONNECTICUT

